

2 February 1977

NOTE TO: C/BSD  
DD/Pers/SP  
DD/Pers

STATINTL

1. Attached are [REDACTED] recommendations for inventory levels and mark-ups for 1977. In view of the fact that the 1976 surplus dropped to \$13,356 and grants for 1977 total \$18,626, I believe some additional increases in Store mark-ups are called for. Other reasons that lead to this conclusion are (1) we will experience some drop in investment income when we pay our \$20,000 obligation toward the costs of the new Store and (2) salary costs will increase if we grant raises. The last raise for Store employees was one year ago. A modest increase as suggested in the attached table would cost approximately \$1500 per year.

2. As a beginning, I recommend the mark-up for D&H Distributing (records and tapes) be increased from 10% to 15%, and Kodak be increased from 15% to 18%.

STATIN

[REDACTED]  
DC/BSD

Atts

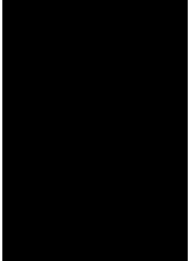
Distribution:

- 0 - DD/Pers
- 1 - DD/Pers/SP
- 1 - C/BSD
- 1 - DC/BSD
- 1 - BSD Subj File

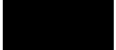
STATINTL

OP/BSD/ [REDACTED] jp (2 Feb 77)

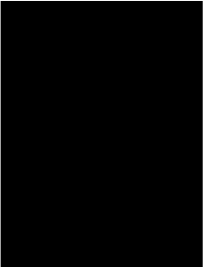
RECOMMENDED SALARY INCREASES FOR EAA EMPLOYEES

<u>Employee</u> STATINTL	<u>Current Salary</u>	<u>Salary with</u> <u>\$.25/hr Inc.</u>	<u>Corresponding</u> <u>NAF Wage</u>
	\$5.00 (Feb 76)	\$5.25	\$5.39
	\$2.90 (Feb 76)	\$3.15	\$3.32
	\$2.75 (Feb 76)	\$3.00	\$3.07
	\$2.50 (Jul 76)	\$2.65*	\$2.92

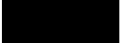
Estimated annual cost of above increases = \$1500/yr.  
STATINTL

\*Increase for  is \$.15/hr. instead of \$.25/hr. since she got an increase in July 1976.

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